

Macquarie – the global specialist

Macquarie has built a uniquely diversified business over the 42 years since inception. It is a global business built upon a range of products and sectors in which it has world leading expertise.

Macquarie provides its clients with in-depth knowledge, innovation and leadership developed over decades, backed by the extensive research, advisory, financing and execution capabilities of a global team.

Its leading market positions have enabled it to participate in some of the largest transactions both in Australia and internationally across a wide range of sectors.

Some of the areas where Macquarie is seen as a **global specialist** include **resources, agriculture and commodities, energy and infrastructure** together with a deep knowledge of **Asia-Pacific** financial markets.

When Macquarie decided to take the skills it had developed in Australia global in the early 1990s, expansion into Asia was the logical progression. Over the ensuing years, most of Macquarie's businesses have taken opportunities to grow their businesses throughout the region. The result today is strong market positions across all major businesses in Asia-Pacific and, including Australia, a team of more than 10,200 staff across 26 locations. Macquarie is seen as an **Asia-Pacific** specialist.

Macquarie's research offering of more than 1,200 stocks is one of the largest in the Asia-Pacific region and highly-ranked for the accuracy of its stock selections. With one of the largest dedicated equities sales teams in Asia, Macquarie was recently ranked by Bloomberg as the **No. 1 broker in Asia for execution**. It also holds the **No. 1 position for market share in listed warrants** in Singapore and Korea, as well as top three positions in Australia and Hong Kong.

Macquarie has worked on some of the region's most significant transactions including the Hong Kong IPO of the Agricultural Bank of China Limited, as part of a \$US22.1 billion dual listing, the world's largest-ever IPO. It is increasingly using its deep experience and local knowledge of the Asia-Pacific region to facilitate cross-border transactions between this vital region and the rest of the world. The recent IPO of Powerland, a Chinese leather goods manufacturer and retailer, on the Frankfurt Stock Exchange which demonstrated Macquarie's ability to bring product from Asia to European investors and provide access to the world's capital markets for its Asian clients.

Fixed Income, Currencies and Commodities (FICC) offers a range of services in Asia and has recently established its regional hub in Singapore. Across Asia, FICC's services include Asian currencies, corporate and sovereign debt trading, commodity risk management across metals, energy and agricultural commodities, physical oil, physical coal and physical iron ore trading and marketing, foreign exchange services, origination of emissions trading projects, futures services and access to dry freight markets. Macquarie has been granted banking licences in Singapore and in Korea.

Macquarie also manages a number of Asia-specific funds, with infrastructure a particular focus. Its first fund in Asia, the Macquarie Korea Infrastructure Fund which was established in 2002, is one of the leading private sector infrastructure funds in Korea. Macquarie now has eight infrastructure funds in the region. The Macquarie SBI Infrastructure Fund has completed **\$US1.2 billion of fundraising to invest in India**. During the year, Macquarie's Chinese real estate fund raised **\$US1 billion to invest in retail real estate in China**.

Macquarie **pioneered its infrastructure business over 20 years ago** and has developed specialist expertise that is recognised globally. Commencing with infrastructure advisory in Australia in 1990, Macquarie is now the **largest infrastructure funds manager globally** (Towers Watson Global Alternatives Report, June 2010). It has more than \$A90 billion in infrastructure assets under management and over 400 experienced professionals across Australia, Asia, Europe and North America dedicated to sourcing and managing infrastructure investments.

Macquarie was recognised as the **Infrastructure Manager of the Year** by Financial News in October 2010 (2010 Annual Financial News Awards (European Institutional Asset Management)) and has received numerous awards over the years for its infrastructure management, advisory and research capabilities. Most recently, its **infrastructure equities research team was ranked No. 1 by Australian and Asian investors** in the 2010 Peter Lee surveys and by Asian and European investors in the 2010 Greenwich Survey of Asian Equities. An infrastructure advisory team of more than 230 professionals operates across 16 countries.

In response to investor demand, Macquarie has grown its unlisted infrastructure funds business and raised substantial funds to invest in infrastructure assets and businesses around the world. Three **European infrastructure funds have raised €7.3 billion to invest in infrastructure opportunities** in Europe. Macquarie commenced fundraising for its fourth European infrastructure fund during the year. Emerging markets are another key focus with funds established in recent years in the **key markets of China, India, Mexico and Russia**. Macquarie is a leading manager of global infrastructure securities, with the largest dedicated team globally. The team manages approximately \$A3 billion of AUM for clients located in nine countries.

Macquarie's expertise in **resources, agriculture and commodities** has been developed over more than 30 years since **commencing bullion trading in 1978**. A comprehensive platform operates across four continents and covers the spectrum of commodities markets, including agriculture, energy, metals, environmental and freight. Macquarie's market leading team of **100 global mining finance specialists** offers debt, equity capital and price risk management solutions to producers and consumers of metals, bulk commodities and upstream oil and gas. The team includes in-house geologists, petroleum and mining engineers. There is also a financial advisory team of over 160 professionals in 10 countries which has worked on more than 440 deals valued at over \$A150 billion over the past three years.